

CURRENT CUMULATIVE SALES ANALYSIS REPORT

DATE RANGE: ALL

LOCATION: 1 - HENSCHEL AND SONS AUTOMOTIVE

RANKING FORMULA:A=70 B=80 C=90 D=95 W=100

GOR GOERLICHS EXHAUST COMPANY

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|-------------|-----------|------------|---------|-------|-------|---------|----------|-----------|
| XRPT214 | 25 | 193 | 0.80 | 8 | 8 | B/A | A/B | |
| XAC31216 | 76 | 192 | 0.79 | 8 | 16 | A/A | A/A | |
| XRPT200 | -4 | 175 | 0.72 | 7 | 24 | C/B | A/C | |
| XAC212 | 38 | 149 | 0.62 | 6 | 30 | B/C | A/B | |
| XAC214 | 31 | 136 | 0.56 | 6 | 36 | B/B | A/B | |
| XAC31222 | 1 | 132 | 0.55 | 6 | 41 | B/N | A/B | |
| XRPT212 | 14 | 132 | 0.55 | 6 | 47 | C/C | A/C | |
| XDP200 | 23 | 129 | 0.53 | 5 | 52 | C/C | A/C | |
| XAC200 | 37 | 122 | 0.50 | 5 | 57 | C/B | A/C | |
| XSAC31218 | 21 | 106 | 0.44 | 4 | 62 | C/A | A/C | |
| XAC518 | 12 | 93 | 0.38 | 4 | 66 | C/C | A/C | |
| XSAC214 | 18 | 90 | 0.37 | 4 | 70 | C/B | A/C | |
| XSAC212 | 7 | 86 | 0.36 | 4 | 73 | C/C | B/C | |
| XSRPT212 | 12 | 72 | 0.30 | 3 | 76 | D/C | B/D | |
| XAC31218 | 12 | 52 | 0.21 | 2 | 79 | C/D | B/C | |
| XTD214 | 8 | 49 | 0.20 | 2 | 81 | C/C | C/C | |
| XSRAC31218 | 8 | 45 | 0.19 | 2 | 83 | C/A | C/C | |
| XTD212 | 10 | 45 | 0.19 | 2 | 84 | D/N | C/D | |
| XSRAC31212 | 4 | 44 | 0.18 | 2 | 86 | D/A | C/D | |
| XSCB214 | 11 | 41 | 0.17 | 2 | 88 | C/D | C/C | |
| XDA200 | 6 | 40 | 0.17 | 2 | 90 | C/C | C/C | |
| ST1253S | 11 | 39 | 0.16 | 2 | 91 | D/W | D/D | |
| XTD200 | 9 | 34 | 0.14 | 1 | 93 | D/W | D/D | |
| XSCB212 | 8 | 33 | 0.14 | 1 | 94 | D/C | D/D | |
| XSRS600 | 8 | 26 | 0.11 | 1 | 95 | D/C | D/D | |
| 9850 | 8 | 25 | 0.10 | 1 | 96 | W/W | W/W | |
| 9820 | 5 | 15 | 0.06 | 1 | 97 | W/W | W/W | A |
| XAC31212 | 0 | 12 | 0.05 | 1 | 97 | W/C | W/W | |
| 9822 | 2 | 9 | 0.04 | 0 | 98 | W/W | W/W | B |
| XSRPT214 | 0 | 8 | 0.03 | 0 | 98 | W/N | W/W | |
| XDT214 | 0 | 6 | 0.02 | 0 | 98 | W/N | W/W | |
| XPT200 | 0 | 6 | 0.02 | 0 | 99 | W/N | W/W | |
| XPT214 | 0 | 6 | 0.02 | 0 | 99 | W/N | W/W | |

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|--------------------------|-----------|-------------------------|-------------|----------|-------|---------|----------|-----------|
| XSAC412 | 6 | 6 | 0.02 | 0 | 99 | W/D | W/W | |
| XSRAC31222 | 0 | 6 | 0.02 | 0 | 99 | N/ | W/N | |
| ST1254S | 0 | 5 | 0.02 | 0 | 100 | W/N | W/W | |
| 9821 | 2 | 3 | 0.01 | 0 | 100 | W/D | W/W | A |
| XPT134 | 0 | 2 | 0.01 | 0 | 100 | N/ | W/N | |
| XSCB300 | 0 | 2 | 0.01 | 0 | 100 | W/N | W/W | |
| 9816 | 0 | 1 | 0.00 | 0 | 100 | W/W | W/W | C |
| PART RECORD COUNT | 40 | TOTAL UNITS SOLD | 2,36 | 7 | | | | |